3-15-91

RUN DATE: 01/31/91 Whole Earth Lect. Link PAGE 1
RUN TIME: 11:31 AM

AS OF 01/31/91

RATIO: INCOME	THIS PERIOD	RATIO	1 PERIOD	RATIO
INCOME				
SALES	80,636.01	99.8	80,636.01	99.8
OTHER REVENUE	124.97	0.2	124.97	0.2
TOTAL REVENUE	80,760.98	100.0	80,760.98	100.0
EXPENSES				
PERSONNEL	29,759.93	36.8	29,759.93	36.8
COMPUTER OPERATIONS	18,872.30	23.4	18,872.30	23.4
SALES/MARKETING	963.20	1.2	963.20	1.2
OFFICE EXPENSES	4,368.96	5.4	4,368.96	5.4
CUSTOMER SUPPORT	1,855.68	2.3	1,855.68	2.3
GENERAL & ADMINISTRATIVE	6,792.82	8.4	6,792.82	8.4
TOTAL EXPENSES	62,612.89	77.5	62,612.89	77.5
INCOME FROM OPERATIONS	18,148.09	22.5	18,148.09	22.5
OTHER INCOME				
OTHER EXPENSES				
INCOME BEFORE TAXES	18,148.09	22.5	18,148.09	22.5

AS OF 01/31/91

RATIO: INCOME	THIS PERIOD	RATIO	1 PERIOD	RATIO
*** SUBSIDIARY SCHEDULE ***				
SALES				
Monthly Fees	44,383.63	55.0	44,383.63	55.0
Monthly Fees Discount	5,560.00-	6.9-	5,560.00-	6.9-
Hourly Fees	31,190.31	38.6	31,190.31	38.6
Hourly Fees Discount	10,037.01-	12.4-	10,037.01-	12.4-
CPN Charges	20,450.61	25.3	20,450.61	25.3
CPN Charges Discount	1,457.15-	1.8-	1,457.15-	1.8-
Disk Storage Fees	2,849.96	3.5	2,849.96	3.5
Disk Charges Discount	2,066.12-	2.6-	2,066.12-	2.6-
Miscellaneous Income	440.00	0.5	440.00	0.5
Processing Fees	458.00	0.6	458.00	0.6
GBN Discounts	383.57-	0.5-	383.57-	0.5-
Finance Charges	367.35	0.5	367.35	0.5
	80,636.01	99.8	80,636.01	99.8
OTHER REVENUE				
Interest Income	124.97	0.2	124.97	0.2
	124.97	0.2	124.97	0.2
PERSONNEL				
Director	6,199.60	7.7	6,199.60	7.7
System Administrator	3,152.78	3.9	3,152.78	3.9
Chief Engineer	1,962.00	2.4	1,962.00	2.4
Customer Support	4,663.62	5.8	4,663.62	5.8
Marketing Director	3,500.00	4.3	3,500.00	4.3
Accounts Manager	3,150.00	3.9	3,150.00	3.9
Adminstrative Assistant	2,640.00	3.3	2,640.00	3.3
Bookkeeper	800.00	1.0	800.00	1.0
Payroll Tax Expense	2,417.47	3.0	2,417.47	3.0
Employee Benefits	1,274.46	1.6	1,274.46	1.6
	29,759.93	36.8	29,759.93	36.8
COMPUTER OPERATIONS				
Computer Space Rent	450.00	0.6	450.00	0.6
Computer Electricity	303.30	0.4	303.30	0.4
Software Expenses	60.94	0.1	60.94	0.1
Computer Maint & Repair	1,518.13	1.9	1,518.13	1.9
Packet Services	13,822.11	17.1	13,822.11	17.1
Phone Services	2,717.82	3.4	2,717.82	3.4
	18,872.30	23.4	18,872.30	23.4
SALES/MARKETING				
Promotional Materials	137.20	0.2	137.20	0.2
Advertising	826.00	1.0	826.00	1.0
	963.20	1.2	963.20	1.2

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EXPENSES				
PERSONNEL	29,759.93	36.8	29,759.93	36.8
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CUSTOMER SUPPORT	1,855.68	2.3	1,855.68	2.3
GENERAL & ADMINISTRATIVE	6,792.82	8.4	6,792.82	8.4
TOTAL EXPENSES	62,612.89	77.5	62,612.89	77.5
INCOME FROM OPERATIONS	18,148.09	22.5	18,148.09	22.5
OTHER INCOME				
OTHER EXPENSES				
INCOME BEFORE TAXES	18,148.09	22.5	18,148.09	22.5